

The Automotive Industry **Key messages**







- Automotive needs standards
 - Complexity of development
 - Long production and in service use of product

- Importance of digital radio for cars
 - Future relevance of broadcast in cars
 - Desire for richer content





The Automotive Industry Why we need Standards







- Complex of development
 - Multiple systems
 - Integration task
 - Adverse operating conditions
 - Significant design and verification task













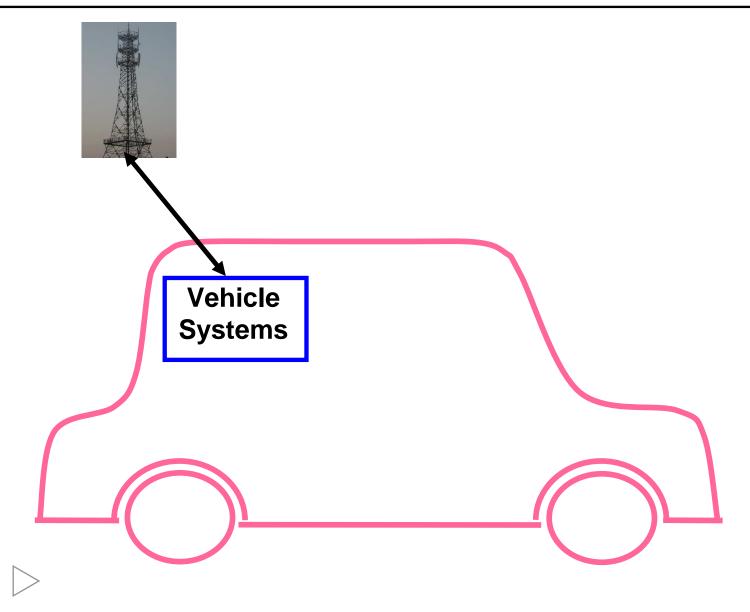








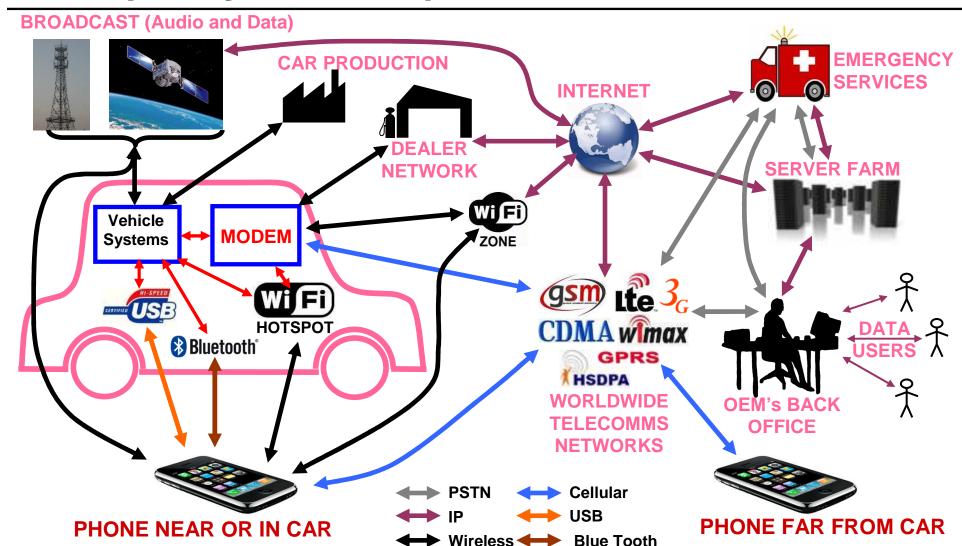




















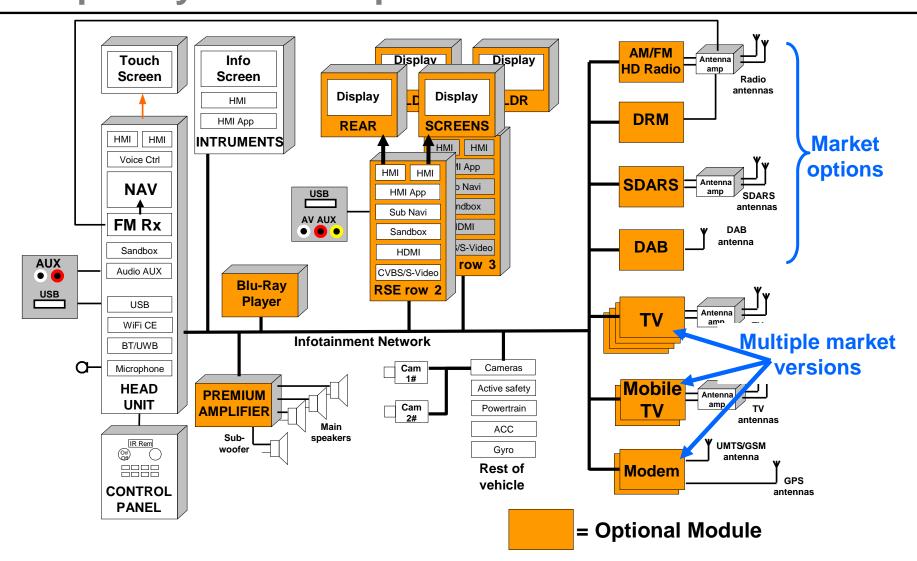






















- Dynamic Environment
 - Temperature -40° to +85° c
 - Operation 10 Years +
 - Crash worthiness



- Electrical Interference (*Electromagnetic compatibility*)
- 140 Markets some with very poor roads
- Very significant test programme both at component and vehicle level

The Automotive Industry Long Life Cycle







We need stability in standards

Development	Production	Production Service life more than 10 years	
circa 3 yrs	circa 3 yrs	80% of Land Rovers ever built are still running	

- Changes in standards will lead to cars in service having the wrong format
- We probably still have Land Rovers and Jaguars from the 60's without FM!





The Automotive Industry **Key messages**







- Automotive needs standards
 - Complexity of development
 - Long production and in service use of product

_ 15 - 63 years

- Product moves across markets

- Importance of digital radio for cars
 - Future relevance of broadcast in cars
 - Desire for richer content











Relevance of Digital Radio for Cars

Past Week Media Usage in Car Online consumers who spend 15+ mins/typical day in their cars				
	UNITED STATES	GREAT BRITAIN	CANADA	
Listened to broadcast radio	85%	78%	90%	
Listened to CDs/cassettes	49%	62%	49%	
Listened to iPods, mp3 players, smartphones through vehicle's stereo system	23%	26%	25%	
Listened to Sirius/XM satellite radio	16%	n/a	15%	
Streamed audio programs or podcasts on their smartphones through their vehicle's stereo system	9%	7%	2%	

Source: online survey by **Vision Critical**, representative sample of 4,020 online consumers in the United States, Britain and Canada, August 23 to September 6, 2010

http://www.visioncritical.com/newsroom/radio-stilldominates-in-car-listening-but-drivers-want-online-audio-options-too/



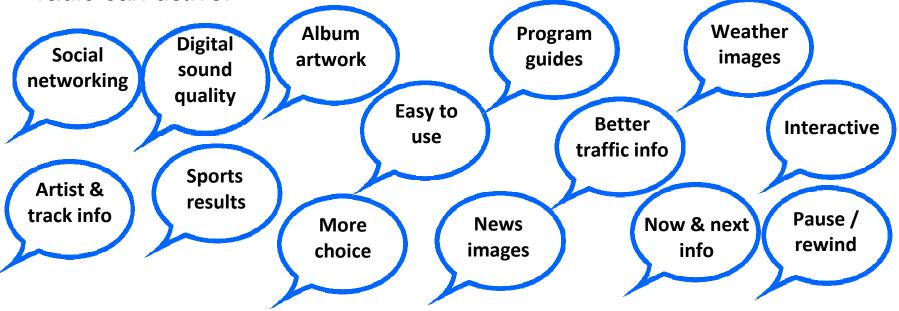






Relevance of Digital Radio for Cars

Growing divide between what consumers expect and what analogue radio can deliver





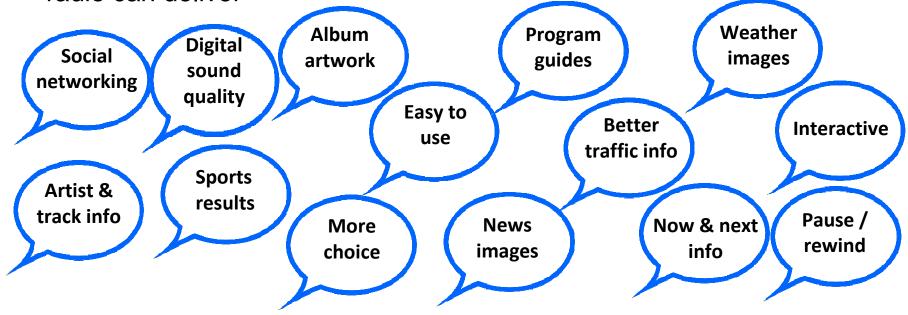






Relevance of Digital Radio for Cars

Growing divide between what consumers expect and what analogue radio can deliver



If radio does not deliver expectations it will become irrelevant



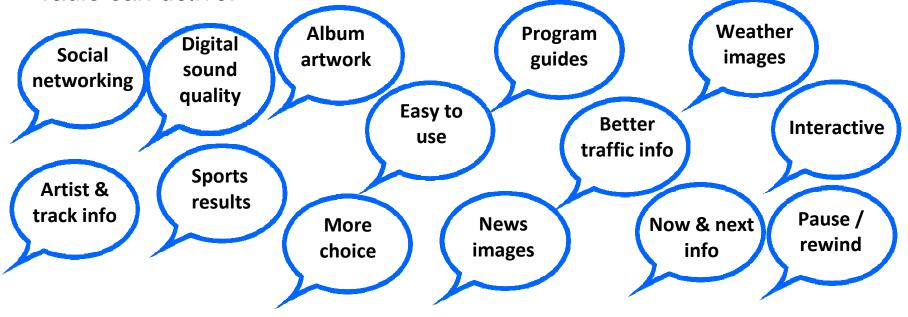






Relevance of Digital Radio for Cars

Growing divide between what consumers expect and what analogue radio can deliver



- If radio does not deliver expectations it will become irrelevant it is already happening:
 - 0% of 16-24 year olds would miss not having a radio





The Automotive Industry Relevance of Digital Radio for Cars







- Good radio reception
 - Maintaining common channel while travelling distances
 - Coverage especially rural areas
 - High sound quality
- Wide entertainment choice
- Easy Human Machine Interface (HMI)
 - Artwork is good
 - Pause / rewind
- Relevant data services
 - Traffic and parking info, artist and song title, song tagging





The Automotive Industry Relevance of Digital Radio for Cars







TERRESTRIAL











SATELLITE







Just a few examples

ONLINE







Which should we support, and when?











Relevance of Digital Radio for Cars

- Not very mobile
 - Wi-Fi reception does not work on-the-move
 - Wi-Fi will never achieve coverage of broadcast
 - 3G bitrates reduce at speed
 - 3G networks do not have coverage level of broadcast





- Not free
 - Consumers need to pay ISP / mobile carrier
- Not cost effective
- Typical audio streaming service consumes 64 128Kb/s while a typical data user would consume only 2.5Kb/s
 - Within the same network bandwidth, carriers can service 50 data service users charging a low flat rate of 5 Euro (250 Euro total) V's a single streaming audio user charging a full flat rate of 30 Euro
- Capacity issues
 - Network operators concerned about widespread use of internet radio





The Automotive Industry Relevance of Digital Radio for Cars





 Hybrid makes sense and therefore a better long term bet for automotive development

